

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Polytec

Delaware Valley Industrial Resource Center

Strategic Plan Facilitates Poly Tec's Growth Plan

Client Profile:

Poly-Tec Products, Inc., located in Rocky Hill, South Carolina, was purchased in 1987 by Atlantic Precast Concrete, Inc., located in Tullytown, Pennsylvania. The company was acquired as a division of Atlantic Precast and was the manufacturing arm of A-LOK Products, Inc. For the first two years, Poly-Tec continued operations in South Carolina, but A-LOK and Atlantic Precast soon realized the need for its relocation to Pennsylvania if it was to become a stable, profitable source for A-LOK Products, Inc. The move was completed in June of 1989. In 1992, Poly-Tec Products entered into a strategic partnership to form a new venture known today as Vertex Inc. This partnership was formed as a division of Poly-Tec Products to secure a stable resource for the extrusion products that Poly-Tec was unable to produce and to create a springboard into the custom extrusions used to manufacture construction seals to the precast, concrete pipe, tunnel segment, and plastic pipe industries. In its partnership with Vertex, Poly-Tec has fully integrated 100 percent of its extrusion and molded requirements for North America. With the integration of steel fabrication, plastic injection molding and thermoforming, Poly-Tec is projected to supply over \$7.5 million to the North American precast industry. Poly-Tec manufactures a variety of rubber molded and extruded connectors and elastomeric seals used in the wastewater and stormwater construction and currently employs 20 people.

Situation:

In an effort to maintain current standing, become more competitive, and insure continued business growth, Poly-Tec Products decided to develop a Strategic Plan to achieve greater communication channels within its organization which would convert into and increase its productivity while continuing with growth strategies within the business. The company contacted the Delaware Valley Industrial Resource Center (DVIRC), a NIST MEP network affiliate, for assistance.

Solution:

DVIRC recommended that Poly-Tec Products create a Strategic Plan to assist them in their growth efforts, enabling the company to define the strategies needed to obtain the growth goals established by the organization. As a result of this recommendation, Poly-Tec Products created a Strategic Plan incorporating detailed deployment activity and a budget that incorporated increases in sales. Along with practicing Lean concepts, Poly-Tec Products established a Vision Statement, a Mission Statement, identified its Core Competencies, and conducted a SWOT Analysis identifying its Strengths, Weaknesses, Opportunities and Threats.

Results:

- * Enhanced internal communications.
- * Increased productivity.

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* Projected increase of \$300,000 in sales and \$200,000 in productivity, a total of \$500,000 in value added.

Testimonial:

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